

1st NPL SOUTH EUROPEAN CONGRESS

*Evolution, Challenges,
Trends and Key Opportunities*

Barcelona, Spain, July 2nd -3th 2019

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In recent years, the flow of operations of NPLs has moved from Northern Europe to the South and currently the Mediterranean countries are the ones with the highest operations. The most active countries are still Italy, Spain, Portugal Greece, and the Balkans.

In the first three quarters of 2018, sales were posted for a gross book value of 59,300 million, with 18 other sales amounting to 31,400 million in March.

At present, European banks have on their balance sheets an estimated 944 billion euros of NPLs, with Italy accounting for 224.2 billion euros, and Greece comprising 112.3 billion euros of that sum total.

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Venue



World Trade Center Barcelona

Muelle de Barcelona s/n, edificio Este, 1a planta, 08039, Barcelona

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OBJECTIVE

NPLs are affecting the profitability of several banks all over Europe and impacting the growth of the continent's economy. In this scenario, non-performing loans have become a legitimate investment option, allowing banks to reduce risk, restructure their portfolios and redistribute their NPL's resources to their basic activities.

In several debates, we will discuss alongside with experts, how is the NPL market developing in the Southern Regions of the continent that have concentrated this kind of operations.





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OBJECTIVE

We will interact directly with originators, vendors, servicers and investment funds that will share with us their vision with the aim of having a better panorama of NPL markets behavior in Spain, Portugal, Italy, Greece and the Balkans

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1. An overview of NPL's in Southern Europe: Macroeconomics, NPL important deals of 2018 and market landscape for 2019.
2. Best practices and evaluations over the future of the NPL market. Expectations and vision of vendors, investors and servicers in the credit industry.
3. Portfolio Debt Purchase: Originators comment about what to expect on the market development.
4. Iberian NPL market, Spain and Portugal: Main actors of the industry debate about the current state of the NPL market and what is to come.
5. Italian NPL market: A close look to the Italian distressed debt market.
6. Greece and Balkans NPL Market: Experts analyze key factors to seize opportunities on the Region
7. Real Estate market in Southern Europe. How will the market behave after the gigantic deals that have taken place? Key opportunities

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TOPICS

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8. The European Central Bank guidance based on the definition of Non-Performing Exposures: debts that are more than 90 days past due or “Unlikely to Pay”.

9. In terms of volume, approximately 80% of the deals closed in 2018 concerned secured, corporate and SMEs portfolios. The importance of the asset management valorization.

10. Servicers becoming banks and banks becoming servicers: new sources of financing to purchase debts will lead to the development of a secondary market?

11. In Europe, following the continuous requests from Supervisory Authorities to the banking system, prevention is becoming more and more crucial and for this reason the focus is shifting on UTP (past due exposures which could become bad loans). New business opportunities are connected to this field as investors not only purchase debts but also support debtors in debt restructuring by providing funding.

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ADDRESSED TO

FINANCIAL ENTITIES |
CONSUMER FINANCE & AUTO FINANCE |
MICROPRÉSTAMOS COMPANIES & FINTECH
LENDING | TELECOS & IT | ENERGY & UTILITIES |
REAL ESTATE | INSURANCE COMPANIES |
INVESTMENT FUNDS | ADVISORS &
CONSULTANCIES | MASTER SERVICERS | RECOVERY
COMPANIES - SERVICERS | PRIVATE EQUITY-
CAPITAL MARKETS | REAL ESTATE ASSET MANAGERS
| TECHNOLOGY AND SOFTWARE |
CREDIT BUREAUS & RISK SCORING



BUSINESS DIRECTORS
FINANCIAL DIRECTORS, RISKS, RECOVERY
DIRECTORS OF ASSET MANAGEMENT
BUSINESS DIRECTORS
CIOs
CONSULTANTS
RESPONSIBLE FOR BUSINESS DEVELOPMENT
RESPONSIBLE FOR COMPLIANCE

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Open Meeting Area

In a unique Barcelona Summer atmosphere, we invite you to interact with the main decision makers of the industry.

Network with your colleagues from other countries in a distended meeting area that will allow you to interact before the event with the key players of the Southern NPL market and have one to one meetings with them.



Networking Dinner

After the first day of Congress, on July 2, join us and share a spectacular evening.

Date: July, 2

Time: 20.00 hs



CMS creates transforming experiences to generate new ideas and opportunities, inspiring people and organizations to anticipate the future. We work in niche sectors, where the quality of information makes the difference between success and failure. The right idea at the right time can change a career, a business, an industry.

Through an international network we create, execute and deliver events, consultancies and information products of the highest quality, based on the experience of industry leaders.

CMS has organized more than 400 Congresses, Innovation Programs, Trainings, Workshops and Consulting services in 15 countries in America and Europe since year 2000, all of them recognized as "Top of Mind" and business accelerators for decision makers.

With vertical solutions for industries such as financial services, fintech, payments, insurance, health, we understand who is who and connect the points to anticipate the future of business.

 cmspeople.com



Credit Village is a community of managers, high level executives, advisors, players and companies operating in the Credit Management and Debt Collection Industry.

Credit Village is specialized in organizing different events focused on credit management, distressed debts and NPL market issues.

The Credit Village Day, 12th edition in 2018, is recognized as the most influential Italian Debt Collection event and represents for Italian and International players an important appointment. From 2014, CV has been organizing also the NPL Investing & Collection Summit, an event especially focused on NPL market and business information which has become one of the most relevant meeting in this industry. In addition to this, CV publishes a bi-monthly magazine, the Credit Village Magazine, which is currently the first and the only Italian magazine, entirely dedicated to Credit and Debt Collection Management industry and from 2017 has been issuing NPL Market National Observatory, a professional tool created specifically to provide the Italian and international markets with a constantly updated view of loan portfolio purchases and sales and M&As in the credit management industry.

EARLY BIRD

Sign up for promotional price until June 4, 2019

400€ + VAT

~~500€ + VAT~~

Creditors 380€ + VAT

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